

# PRICING AND NEGOTIATIONS DIRAMS

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## VERSION 5



### **Briefing to the ACO/TCO Conference**

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# PRICING AND NEGOTIATIONS

## DIRAMS VERSION 5

### Summary of Changes

- Dummy CAGE Code
- Allowed Spare/Repairs Choice
- UCA D.O. and Mod # Allowed
- Proposal Due Date Field Moved
- NTE Amount Required on UCAs
- Dates must be in proper order
  - UCA Issue Date
  - Proposal Receipt Date

- Additional Pricing Assistance Screens
- Search Function Changes
  - By CAGE Code
  - Recall Search List Function
  - Choice of Active and/or Closed
- Change not allowed to:
  - Proposal Receipt Date
  - UCA Issue Date
  - Successfully Closed



CAO

Team

Last Revised

Status

9

Program

Contractor

1

CLOSE

**Type of Action**

Acquisition...

 DoD  NASA  Other Federal  Other

If DoD, DoDAAAC

 New Contract  Provisioned Item Order

 Delivery Order  O/A Work Requests

 Change Order  Other

 Competitive  Other Than Competitive

Contract Type

 Spares

 Repairs
**Contract Information**
 Fully Priced  Definitization

Contract/BOA #

RFP/RFO #

Order #

Mod #

Issued By

 ACO  PCO

Date

Amount

**Pricing Information**
 ACO Negotiated Actions

 PCO Negotiated Actions / All Subcontract Reviews
**UCA Information**
 UCA/Change Issuance

Unpriced

Order #

4

Mod #

UCA

Issued By  ACO  PCO

Date

5

NTE

6

Amount

Proposal Due Date

7

2

3



Type of Pricing Support Provided

 IPT Participation Tech Assist

1

 Special Report Other**IPT Pricing Support**

Name

If IPT, Identify CAO Participants

Pricing Support for

- Prime Contract
- Subcontract


**Other Pricing Assistance Provided**

	Requested	Due	Sent	Cancelled	Analyst
<input type="radio"/> Tech Assist	01-JAN-1995	01-JAN-1995	01-JAN-1995		MICHAEL KACULIS
<input checked="" type="radio"/> Tech Assist	02-FEB-1995	02-FEB-1995			TERI BEITER
<input type="radio"/> Tech Assist	03-MAR-1993	03-MAR-1993			MICHAEL KACULIS
<input type="radio"/> Special Report	04-APR-1998	04-APR-1998			TERI BEITER
<input type="radio"/> Other	05-MAY-1998	05-MAY-1998	05-MAY-1998		MICHAEL KACULIS

**Additional Pricing Assistance Provided**

4

**1 Additional Pricing Assistance Provided****2 Type**

Requested

Due

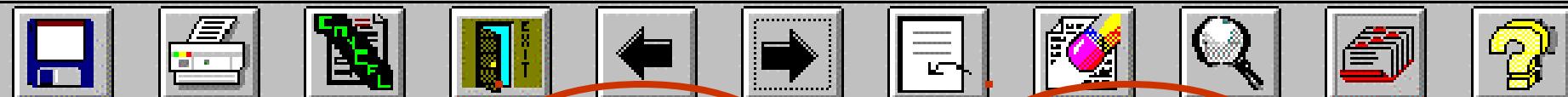
Sent

Cancelled

Analyst

Tech Assist		06-JUN-1996	06-JUN-1996			TERI BEITER	

**OK****Cancel****Return**



Type of Pricing Support Provided  IPT Participation  Tech Assist  Special Report  Audit  Assist

If IPT, Date of RFP/RFQ

**IPT Pricing Support**

Name

If IPT, Identify CAO Participants

Pricing Support for  
 Prime Contract  
 Subcontract


**Other Pricing Assistance Received**

Requested

Due

Received

Cancelled

Analyst

Tech Assist

				<input type="text" value="3"/>
--	--	--	--	--------------------------------

Special Report

				<input type="text"/>
--	--	--	--	----------------------

DCAA Audit

				CAO	<input type="text" value="Subcontractor Name"/>
--	--	--	--	-----	-------------------------------------------------

DCMC Assist

					<input type="text"/>
--	--	--	--	--	----------------------

DCAA Assist

				<input type="text"/>
--	--	--	--	----------------------

4

**Additional Pricing Assistance Received**

**Additional Pricing Support Received**

1

Requested

Due

Received

Cancelled

Analyst

 Tech Assist

--	--	--	--	--	--

 Tech Assist

--	--	--	--	--	--

 Special Report

--	--	--	--	--	--

CAO

Subcontractor Name

 DCMC Assist

--	--	--	--	--	--

 DCMC Assist

--	--	--	--	--	--

 DCAA Assist

--	--	--	--	--	--

 DCAA Assist

--	--	--	--	--	--

 Other Assist (Subcontract) Reviews?

How Many?

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**OK****Cancel****Return**

Contractor ProposalPrenegotiation ObjectivesNegotiationPrice Negotiation

Proposal ID

Prepared

Negotiator

 ACO PCD

Prepared

Supplemental ID

Approved

Date

Approved

Proposal Date

Target

Amount

Received Date

Amount

Negotiated

Amount

Name

Contractor Supporting Data

Type of Pricing Data Obtained From Contractor ...

 Certified Cost or Pricing Data Pricing Information

If action exceeds TINA threshold and Cost or Pricing data not obtained,

basis ...

 Adequate Price Competition Commercial Item Law or Regulation WaiverOther Information

Negotiated under ...

 FFRA Tailored FFRA FPRA No Rate Agreement

Status of Contractor's Cost Estimating System (If Applicable) ...

 Adequate Partially Disapproved DisapprovedRemarks



Search By:  Contract/BOA#

RFP/RFQ#

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**Unpriced**

Delivery Order#

Mod#

---

**Fully Priced**

Delivery Order#

Mod#

---

Proposal ID#

Supplemental ID#

CAGE Code

14596

Open/Active

Closed

1

**3-SEARCH LIST RECALL**

OK

Cancel

Clear



# PRICING AND NEGOTIATIONS

## DIRAMS VERSION 5

### Frequently Asked Questions/ Misunderstood Features

- Who enters records
- Uses of the pricing and negotiation module
- UCA info/contract info
- UCA issue by/negotiator/contract info issue by
- Pricing assistance screen isn't mandatory
- Screen 3 isn't mandatory on "other" pricing/technical assistance "only"
- Fully priced/definitization required to close
- What is included in the UCA count
- What fields/filters are used to pull the UCA count



# PRICING AND NEGOTIATIONS

## DIRAMS VERSION 5

### Frequently Asked Questions/ Misunderstood Features

- **Can't get PNO and PNM info from PCO**
- **Close out UCA when PCO issues a "No Cost" cancellation mod**
- **Inputting UCA if PCO is doing pricing, negotiation and definitization?**
- **What DoDAAC to use when ACO issues a BOA order**
- **How to handle UCAs for repairs that have an induction period?**
- **If we have a repair order for 10 widgets and only 7 have been received, can we close the UCA and input a new record when the remaining widgets are received?**



# PRICING AND NEGOTIATIONS

## DIRAMS VERSION 5

### **Frequently Asked Questions/ Misunderstood Features**

- **How do we close a record for a small dollar value UCA where no pricing, audit or tech is required?**
- **How Return on Investment (ROI) computed for UCAs?**
  - **What if ROI information for closed records is missing or wrong?**



# PRICING AND NEGOTIATION

## *DIRAMS VERSION 6*

- *Estimated Definitization Date*
- *Local use field for ACO IPTs*
- *“Save As” feature*
- *Overage reason codes*